

## AUTO SALES OF THE WEEK.

The following sales have been reported by the various dealers for week ended Saturday, March 30.

### THE HINDS AUTO CO.

Lion "40" touring car, to Senator Lee E. Overman.  
Lion "40" roadster, to Robert N. Page, of North Carolina.

### DAVID S. HENDRICK

Thomas 7-passenger touring car, to Francis Blundon.

### BOWLES MOTOR SALES CO.

Warren "25" roadster, to Morris Flynn.

### UNITED MOTOR WASHINGTON CO.

Maxwell Messenger runabout, to T. P. Boland.  
Maxwell Messenger runabout, to H. H. Donnelly.  
Maxwell Messenger runabout, to Dr. W. P. Reeves.  
Maxwell L. C. runabout, to W. B. Fowler.  
Maxwell Mercury roadster, to William E. Brigham.  
Maxwell touring car, to Auto Delivery Co., Winchester.  
Maxwell "E" touring car, to Charles T. Smith.  
Columbia victrola, to Dr. Charles E. Collins.  
Columbia Cavalier roadster, to E. G. Whitford.

### EARLE & ALLEN

Hupp-Yeats electric, to Raymond Pilton.

### T. LAMAR JACKSON

Stevens-Duryea "AA" touring car to Norton M. Little.

### WILLIAM F. BARNHART & CO.

Everitt "6" touring car, to Eugene H. Taggart.  
Everitt "25" touring car, to James A. Garner.  
Everitt "7" touring car, to H. E. Parsall.  
Everitt "6" touring car, to Dr. Vandersling.  
Everitt "20" touring car, to H. T. Miller.  
Everitt "4" touring car, to R. I. Mason.  
Everitt "4" touring car, to T. J. Ball.  
Everitt "6" touring car, to Dr. A. L. Peters.  
Everitt "20" roadster, to Dr. A. L. Peters.

### COMMERCIAL AUTO & SUPPLY CO.

E-M-F touring car, to G. Ranks McGinty.  
E-M-F touring car, to C. H. Caner.  
E-M-F touring car, to Capt. H. H. Bailey.  
E-M-F touring car, to Mrs. Anna Wilson Hayward.  
E-M-F touring car, to Mrs. Laura B. Woodward.  
Studebaker electric, to Hon. Ollie James.

### BUICK MOTOR CO.

Buick "26" roadster, to Nathan C. Wyrth.  
Buick "21" touring car, to A. L. Cline.  
Buick "23" touring car, to A. L. Cline.  
Buick "10" roadster, to G. W. Hugueny.  
Buick "22" touring car, to R. R. Moore, Reedville.  
Buick coach, to Suburban Transportation Co.  
Buick "25" touring car, to V. F. Holl.  
Buick "42" touring car, to Thomas Kriener, Baltimore.  
Buick "25" touring car, to W. J. Berkley, Baltimore.  
Buick "24" roadster, to W. K. Chance, Baltimore.  
Buick "23" touring car, to Thomas Sheats, Baltimore.  
Buick "29" touring car, to William McIntyre, Baltimore.  
Buick "29" touring car, to Dr. Schulte, Baltimore.

### THE COOK & STODDARD CO.

Cadillac touring car, to H. A. Talbert.  
Cadillac touring car, to T. A. Armat.  
Cadillac touring car, to E. C. Jordan.  
Cadillac roadster, to Dr. C. L. Bliss.  
Cadillac phaeton, to R. W. Gelb.

### STORM MOTOR CAR CO.

Hudson Torpedo, to Miss Gladys McKay-Smith.  
Hudson touring car, to T. M. McLaughlin.

### MARION MOTOR CAR CO.

Marion "21" roadster, to J. F. Windom.  
Marion "23" roadster, to J. E. Burns.  
Marion "25" touring car, to W. F. Jenkins.  
Marion "25" touring car, to J. W. Smith.  
Marion "25" touring car, to Joseph Bailey.  
American Tourist, to B. F. Clifedinst.

### OVERLAND WASHINGTON MOTOR CO.

Overland touring car, to Mary M. Jacobs.  
Overland touring car, to Edward E. DeGraw.  
Overland roadster, to E. S. Rucker.  
Overland touring car, to W. W. Trew.  
Overland delivery wagon, to J. W. Hurley.  
Overland touring car, to Dr. C. C. Caylor.  
Overland touring car, to Joseph Walker.  
Overland touring car, to Robert Green.  
Overland touring car, to S. R. DePue.  
Overland touring car, to Dr. L. D. Wilson.  
Overland touring car (2), to C. A. Kershner, Martinsburg.  
Overland touring car, to Warfield B. Bayley.  
Overland delivery and roadster, to C. A. Kershner.  
Overland roadster, to C. A. Kershner.  
Nine touring cars, to A. W. Depew, of Norfolk.  
Three roadsters, to A. W. Depew, of Norfolk.  
Two roadsters to Overland Sales Co., Petersburg.  
Three touring cars and two roadsters, to H. C. Borden, Middleton.  
Two touring cars and two roadsters, to J. S. Earman, of Covington.  
Two touring cars, to Laymen & Jones, of Bristol.  
One roadster, to H. H. Huffman, of Roanoke.

## AUTO GROWTH IS BUSINESS MARVEL

In Twelve Years an Entirely New Industry Has Developed to Gigantic Proportions.

(By President R. C. Smith, of the Overland-Washington Motor Company.)

It seems to be almost impossible to find a word that will satisfactorily express the magnitude of the automobile business and its unparalleled and meteoric growth.

Students of industrial development a few years ago would have scoffed at the idea of an industry attaining its full growth in a decade, yet the past twelve

years has seen the automobile industry growing from an infant to a giant with untold possibilities before it. Nor can it be said that it is at its zenith, for those who have watched motor-car building declare the surface has only been scratched, and that still greater expansion must come to meet the demand for both so-called pleasure and commercial vehicles.

We are now celebrating what may be termed a twelfth anniversary. We can do much to convince the public that the automobile is one of the greatest factors in the pleasure and commercial life of this country, and that its present enviable position, in the soundness of its mechanism, and the enthusiasm of its patrons, is only the beginning.

There are some interesting figures supplied during the past twelve years that are worth the attention of the public at large. Speed has been a mania in the automobile business and among motor car owners since its inception in this country. Twelve years ago America had yet to see its first automobile show, and the man who seriously talked of the automobile as a practical thing was laughed at.

Twelve years ago no one could be made to believe that from the freakish-looking, badly designed cars could be evolved the beautiful creations of to-day, with their luxuries, speed, power, and easy and safe control. Twelve years ago fifteen miles an hour was considered a wonderful performance, but to-day we have cars that have averaged about 30 miles an hour on the wave-washed Daytona Beach course. Twelve years ago one hardly dared to expect that an automobile would cover a mile in a minute, but two miles a minute has been accomplished.

### The Increase in Figures.

So far as incomplete records show, there were only twenty-four makers of motor cars in America, including those inventors who had only turned out one model. Yet to-day there are something like 300 makers—some good, some bad.

Twelve years ago the invested capital in the motor-car industry did not exceed \$1,000,000, while to-day that amount has been increased so many millions that it would make one gasp if the total was readily obtainable. About \$1,000,000 would cover the total sales twelve years ago. During 1911 the total sales will probably reach \$250,000,000. Overland sales will reach at least \$25,000,000 during the 1912 season.

The number of people employed in the industry, including allied accessory and the concerns, amounts to a huge figure, to say nothing about the thousands of additional men employed in garages, as chauffeurs, and in other positions. History shows no such industrial records, as no other industry—not even the making of bicycles—can be compared to the motor-car industry. More important than all is the stability of the industry. While it may be a craze with a few half-brained maniacs to travel at a mile-a-minute speed all the time, the automobile is a staple product, with a steady and continuous demand, as proven by the extraordinary number of sales during the past few months.

If the automobile had been considered a luxury, there would have been little or no business. The public knows what it wants, and if the automobile was not a necessity, a time and money-saving device, its career would have been of short duration and the demand would have ceased long ago.



The "Flying Dutchman" in the Air.



The "Flying Dutchman" Coming to Earth.

### EVERITT CAR DOING "STUNTS."

The two pictures shown on this page are exact reproductions of photographs taken by an amateur photographer in Detroit last week. Remarkable as they appear they have not been "faked" in any way. The chassis shown was undergoing its regular road test, over the same bit of road used by all Everitt testers. A railroad crossing, with a slight rise from the road level, cuts the road at the end of a long, smooth stretch. As the picture was taken, the chassis was traveling somewhat better than forty miles an hour. The front wheels hit the crossing and the whole car rose in the air, alighting forty-six feet away, by actual measurement. Careful examination failed to disclose the slightest damage to the car.

### The Difference.

From the Chicago Daily News.  
Little Willie—What is the difference between character and reputation, pa?  
Pa—Character is a luxury, my son, while reputation is a necessity.

### SEE SELVES ON FILM.

The Cosmos Theater was the mecca of the Boy Scouts of Washington yesterday morning, the management of the playhouse being host to the embryo soldiers at a moving picture and vaudeville performance. The scouts were given a percentage of the receipts toward the establishment of a summer camp. The boys were given an entertainment which was instructive as well as amusing. The films shown portrayed "Camp life in the Selton Thompson summer quarters," "Wig-wagging," and "The transformation of a 'mollycoddle.'" A feature of the performance was the appearance of Edwin Keller, the Mississippi whistler and mimic. Keller imitated the calls of various birds. Each patrol of the Boy Scouts is named for a bird, and the call of this bird is used by them in locating each other. The film of the recent parade of the scouts during the visit of Gen. Baden-Powell was received by the lads with loud cheers of appreciation as they saw themselves marching on the screen.

# Overland \$1200 Model 60 Overland

## The Lowest Priced 35-Horsepower 5-Passenger Touring Car on the Market

At last we can guarantee immediate delivery on our Model 60—the \$1200 touring car that is the equal of any \$1500 car, of any other make, on the market.

Ever since last July, we have been working tooth and nail endeavoring to supply the heavy demand. It was utterly impossible to fill the great volume of "rush" orders that kept pouring in, yet for months we shipped on the average of one hundred cars a day. The steady influx of orders was perpetual.

The dealers and public alike, from one end of the country to the other, tried every conceivable means to force extra orders through our great Toledo factories. They burned the telegraph and telephone wires in a frantic effort to urge and press rush orders.

Now the situation is changed.

The thousands of our anxious friends who have had a "60" on order for two months or more and waited patiently, can have their car at once.

And this is due to our greatly increased plants.

We can now turn out 150 cars a day. In January our mammoth new factories were completed and after two solid months of night and day work we are pleased and relieved to announce the arrival of a complete line of "Sixty's" in this city.

And no wonder the public is scrambling for this car. Nothing in the history of this business has ever equaled it. Of all the exceptional Overland values, that you have been accustomed to, this one has proven the most conspicuous.

Think of it!

A thirty-five horsepower five-passenger touring car for \$1200. This is the lowest priced thirty-five horsepower touring car in the world. Part for part—point for point—it is the equal of any \$1500 car made. It has the power—the speed—the comfort—the appearance—and the construction. Take the powerful motor—the strong and rugged rear system—the Vanadium steel gears—the fine bearings—the pressed steel frame—the drop forged axles—the big tires—the superb body work—the high grade upholstery; in fact, take every item that goes into the makeup of this automobile and you will find the duplicate of this car cannot be had below the fifteen hundred dollar mark.

Here is a car with a powerful, silent, smooth-running thirty-five horsepower motor. Here is a car that seats five large passengers comfortably. The upholstery is of good leather, hand stuffed with fine hair. The body is finished in our famous dark Overland blue and the wheels in battleship gray. The transmission is of the selective type, three speeds and reverse—fitted with the fine F. & S. annular bearings which are

used on the most expensive cars in the world. The frame is of pressed steel and has a single drop. The crank and gear casings are of aluminum. The front axle is a one piece, drop forged I section fitted with the famous Timken bearings. The tires are 34x4—quick detachable. The handsome massive lamps are finished in solid black with brilliant heavy brass trimmings. Self starter \$20 extra.

The Overland center control is the one proven and practical location for both operating levers. The method enables you to operate the levers with the left hand and gives you free use of your right hand for driving. It gives you the use of the right hand fore door, as well as the left hand fore door, which is impossible if a lever is placed one side or the other. You can get in or out on either side. It is easy to handle—no stretching out or reaching. Any one can manipulate the levers without a particle of effort.

Take the specifications of this \$1200 car—compare them with any \$1500 car you know of and the only difference you will be able to find is the difference in price.

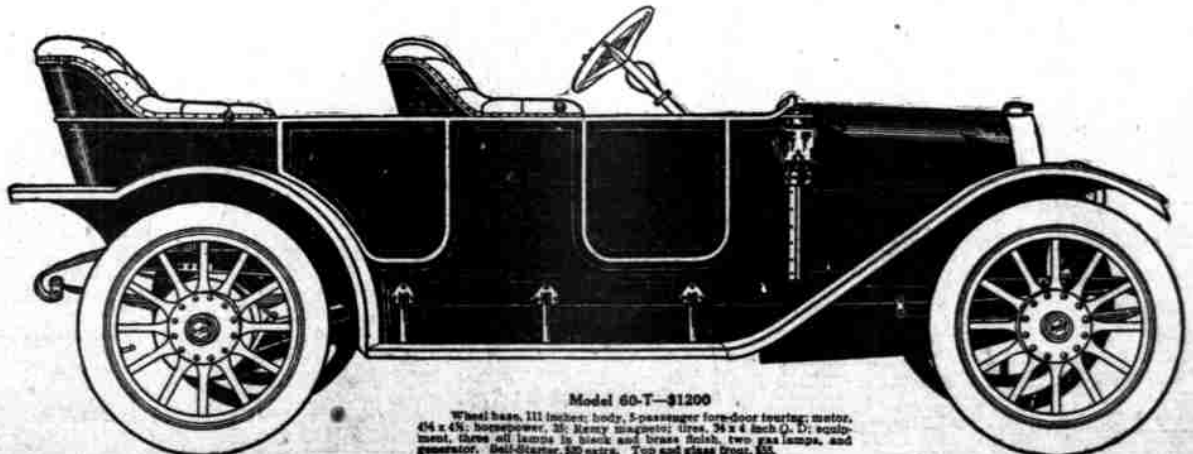
Why pay an additional \$300 for a purely imaginary value?

Our dealer (name and address below) will give you a thorough demonstration any time or place you say.

The Willys-Overland Company, Toledo, Ohio

Overland-Washington Motor Co., Distributors, 829 14th St. N. W.

R. C. SMITH, President



Model 60-T—\$1200

Wheel base, 111 inches; body, 5-passenger fore-door touring; motor, 34 x 45; horsepower, 35; heavy magnet; tires, 34 x 4 inch O. D.; equipment, three oil lamps in black and brass finish, two gas lamps, and generator. Self-starter, \$20 extra. Top and glass front, \$25.

## Washington Auto Supply Co., Inc.

1227 New York Avenue N. W.

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